Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

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PAGE 01 COPENH 03493 261606Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 HA-05 AGRE-00 /026 W
---------- 126491 270331Z /73
R 261420Z MAY 78
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TO SECSTATE WASHDC 6595

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EO 11652: N/A
TAGS: BEXP, DA
SUBJ: UNDER SECRETARIAL TASK FORCE ON U.S. FOOTWEAR

REF: STATE 89279

1. AS REQUESTED BY REFTEL, THE EMBASSY HAS CONTACTED APPROPRIATE DANISH AUTHORITIES TO EXAMINE THE DANISH MARKET FOR SPECIAL FOOTWEAR WORN BY MEMBERS OF THE FIRE DEPARTMENTS, POSTAL SERVICE, PRIVATE GUARD SERVICES, POLICE, AND ARMED FORCES. INTERVIEWS WERE CONDUCTED WITH THE CENTRAL GOVERNMENT PROCUREMENT OFFICE (MR. E. FISCHER, DIRECTOR); THE ARMED FORCES CENTRAL PROCUREMENT OFFICE (MR. A. FELDVANG, SECTION CHIEF), AND THE POLICE PROCUREMENT OFFICE (MR. HJELMAND, SECTION CHIEF).

2. IN OUR TALKS WITH THE ABOVE, WE MADE THE FOLLOWING FINDINGS:

A. THE ONLY MAJOR PURCHASER OF SPECIAL FOOTWEAR, I.E. LEATHER BOOTS, IS THE ARMED FORCES CENTRAL PROCUREMENT OFFICE. THAT OFFICE RECENTLY SIGNED A 5-YEAR CONTRACT WITH A DANISH SUPPLIER, WHICH RUNS UNTIL 1983, AND WHICH COVERS ALL NEEDS OF THE DANISH ARMED FORCES.

B. ANOTHER, BUT INSIGNIFICANT
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PAGE 02 COPENH 03493 261606Z

PURCHASER OF LEATHER BOOTS IS THE DANISH POLICE. ITS REQUIREMENTS ARE COVERED BY THE ARMED FORCES. ONLY FEW SPECIAL POLICE TROOPS, WE WERE INFORMED, ARE ISSUED FOOTWEAR. NORMALLY, ALL DANISH POLICEMEN MUST SUPPLY THEIR OWN FOOTWEAR.

C. THE POSTAL SERVICE DOES NOT, REPEAT NOT, ISSUE

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

FOOTWEAR; NOR DOES THE CUSTOMS SERVICE.

D. PRIVATE GUARD SERVICES ARE VERY SMALL IN DENMARK, AND THERE IS NO CENTRAL PROCUREMENT OF FOOTWEAR.

E. FIRE DEPARTMENTS ARE RELATIVELY SMALL; MOST OF THEM DO NOT ISSUE FOOTWEAR, AND THERE IS NO CENTRAL PROCUREMENT.

3. IN VIEW OF THE FOREGOING, THERE APPEARS NOT TO BE ANY MARKET POTENTIIAL UNTIL THE DEFENSE CONTRACT EXPIRES IN 1983. WE WERE INFORMED THAT, ALTHOUGH THE ARMED FORCES CENTRAL PROCUREMENT OFFICE WOULD WELCOME OFFERS FROM FOREIGN SUPPLIERS, IT WAS LIKELY THAT IT WOULD GIVE PREFERENCE TO A NATIONAL SUPPLIER, SINCE THE DANISH SHOE INDUSTRY FACES PROBLEMS SIMILAR TO THOSE OF THE U.S. INDUSTRY.
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EO Systematic Review
20 Mar 2014
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